

New Communities – Northwest One – Solicitation for Offers for Phase One (District Controlled Parcels)

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The Government of the District of Columbia (“District”) hereby solicits offers from development teams for the disposition and development of Phase One (District-controlled parcels) of its New Communities Initiative – Northwest One Plan.

1 Introduction

Great urban neighborhoods are made up of a diverse population, extensive housing choices, neighborhood amenities, walkable shopping areas, distinctive public spaces and superior mass transit. Opportunities for redevelopment in the city's neighborhoods are opportunities to increase diversity, add amenities that currently do not exist and improve the quality of life for residents.

With these goals in mind, the District of Columbia is pleased to solicit offers from accomplished local and national development teams (“Offerors”) to participate in this major opportunity for the first phase in the revitalization of the Northwest One neighborhood.

1.1 Purpose of Solicitation for Offers

The Office of the Deputy Mayor for Planning and Economic Development (“ODMPED”) is responsible for implementing housing and economic development initiatives and policy on behalf of the Mayor of the District of Columbia.

ODMPED, on behalf of the District, invites highly qualified development teams with experience in large scale mixed-use and mixed-income development to respond to this Solicitation for mixed-use development. The District intends to identify one or more Offerors with whom to enter into negotiations for the disposition, either through sale or a ground lease, and development of multiple sites in the Northwest One Planning Area (described herein) as Phase One of the Northwest One Plan. The District seeks development teams experienced in working with multiple municipal entities and community stakeholders in a transparent and collaborative process to implement the District’s Northwest One vision. Offers submitted in response to this Solicitation should comply with the requirements contained in Sections 2 and 3 of this Solicitation and be designed to meet the goals of the New Communities Initiative and objectives of the Northwest One Planning Area Master Plan (described herein).

1.2 Background and Goals of New Communities Initiative

The New Communities Initiative is a comprehensive partnership designed to improve the quality of life for families and individuals living in distressed neighborhoods in Washington, D.C. The New Communities objective is District-sponsored redevelopment of the physical and human architecture of neighborhoods troubled by concentrations of high crime rate and poverty. The residents in these neighborhoods face many challenges, such as poor education, lack of access to quality job training, high

unemployment, lack of viable housing options and a lack of businesses and institutions needed to sustain the community.

The New Communities Initiative will fight these conditions by transforming highly concentrated low-income neighborhoods into healthy mixed-income neighborhoods that protect housing for low income residents with a one-for-one replacement of existing affordable housing around improved community anchors, such as schools and recreation centers. Equally important, the New Communities Initiative focuses on the redevelopment of social infrastructure through linkages to job training, asset building, counseling and other supportive human services.

Specifically, the New Communities Initiative aims to:

Create Mixed-Income Neighborhoods: Replace severely distressed housing with redesigned, mixed-income housing for low income, middle income and market rate families. The Initiative aims to promote affordable homeownership opportunities to qualified families.

Protect and Expand Affordable Housing: Protect and expand low-income housing stock through a one-to-one replacement of affordable units along with construction of new affordable and market rate units.

Decrease Crime: Reduce crime through proven crime reduction strategies.

Integrate Human Capital Component: Adopt a holistic approach to deal with the physical, social and economic development of neighborhoods. The Initiative aims to reduce crime and strengthen families by providing improved opportunities for education, training, jobs and childcare.

Engage Residents: Involve residents in the design and decision-making of their community. Each community develops the guiding principles that outline the most important aspects of its partnership with the District.

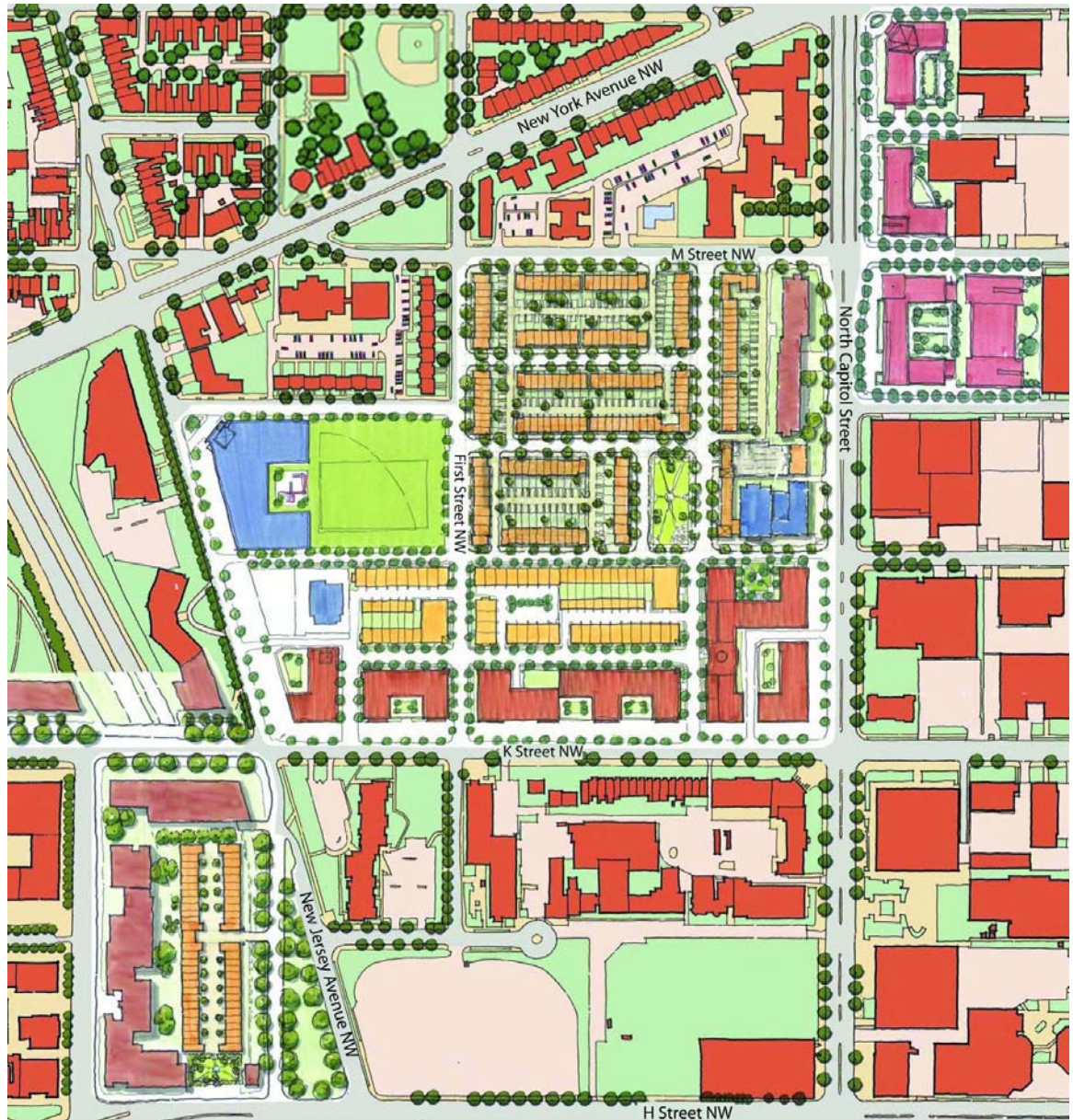
Leverage Public Resources: Utilize capital, land, transportation, health and social services and education to support physical and human development in high-poverty areas. Build upon community assets and anchor institutions such as schools, libraries and community centers.

1.3 New Communities – Northwest One Development

The Northwest One Planning Area is delineated in the map below:

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The District's goals in redeveloping the Northwest One neighborhood are outlined in the Northwest One Planning Area Master Plan (the "Master Plan") (available for download from ODMPED's website at: <http://dcbiz.dc.gov/dmped/cwp/view,a,1366,q,601471.asp>) and in the attached "Guiding Principles for the Northwest One Revitalization Strategy" (the Guiding Principles") (Appendix I).

2 Northwest One Phase I Property Characteristics and Conditions

2.1 Phase I Properties

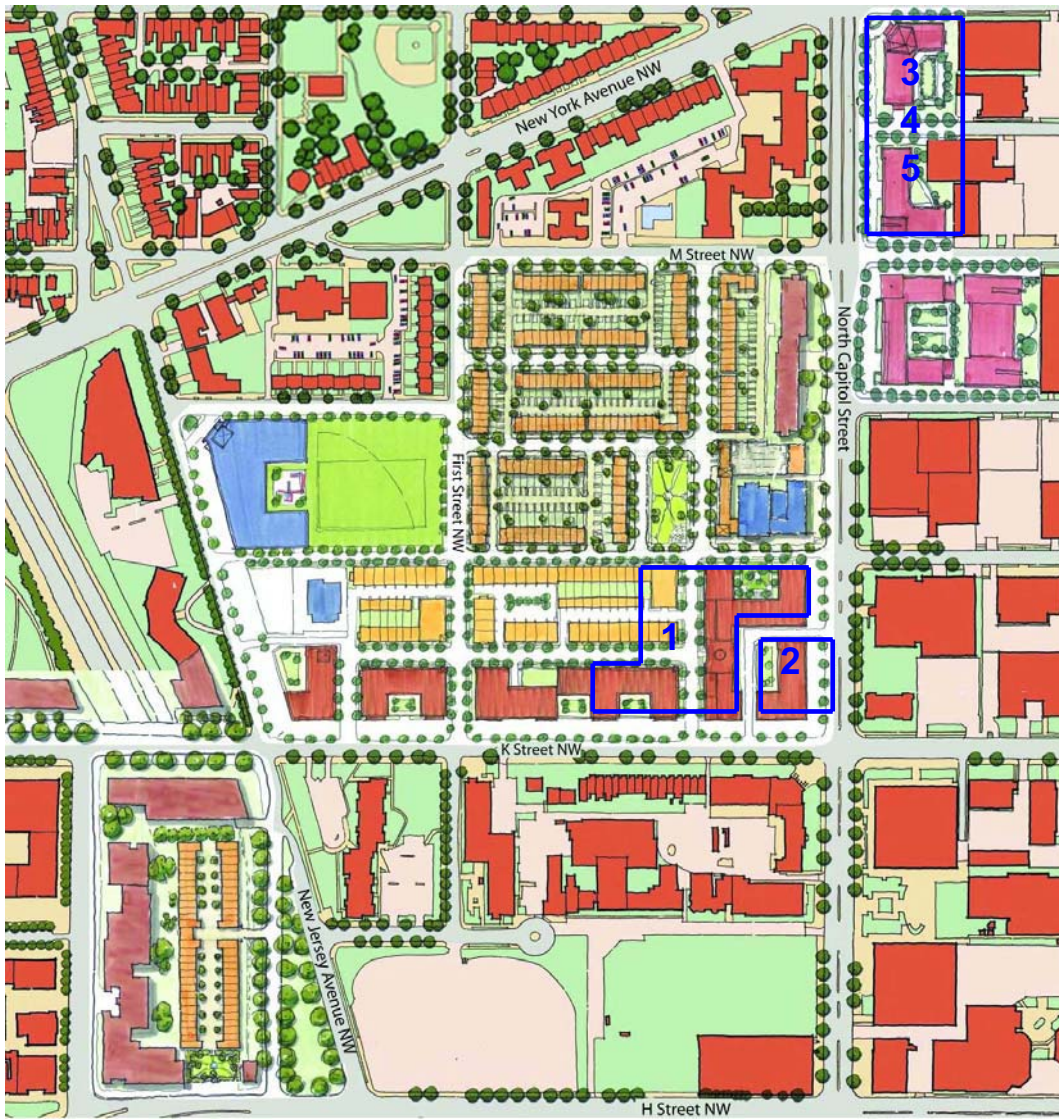
2.1.1 The District is considering two different development scenarios for Phase I of the development plan. Phase I of the Northwest One Plan will include one of the two development scenarios identified below:

Phase I, Development Scenario A:

Parcel #	Property Street Address	Square/Lot	Land Area
Parcel 1	33 K Street, N.W.	0621/0246	125,164 sq. ft.
Parcel 2	1010 North Capitol Street, N.W.	0621/0860	25,452 sq. ft.
Parcel 3	North Capitol Street, N.E.	0672/0846	28,516 sq. ft.
Parcel 4	2 Patterson Street, N.E.	0672/0245	42,252 sq. ft.
Parcel 5	M Street, N.E.	0672/0256	7,500 sq. ft.

Total Land Square Feet: 228,884 sq. ft.

Map of Development Scenario A



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Phase I Development Scenario B:

Parcel #	Property Street Address	Square/Lot	Land Area
Parcel 1	1010 North Capitol Street, N.W.	0621/0860	25,452 sq. ft.
Parcel 2	1133 North Capitol Street, N.E.*	0673/0831	33,783 sq. ft.
Parcel 3	North Capitol Street, N.E.	0672/0846	28,516 sq. ft.
Parcel 4	2 Patterson Street, N.E.	0672/0245	42,252 sq. ft.
Parcel 5	M Street, N.E.	0672/0256	7,500 sq. ft.
*Only the western portion of 1133 i.e. the frontage on North Capital St., is to be included in this RFP.			

Total Land Square Feet: 137,503 sq. ft.

Map of Development Scenario B



2.1.2 Offerors shall submit offers for BOTH development scenario A and B. In addition, if an Offeror owns or otherwise controls any parcels within or adjacent to the Northwest One Planning Area, Offeror may also include such parcels in its development plan submitted with its offer; however, Offeror must provide with its offer evidence of its control over such parcels, by providing a copy of an executed, unconditional contract or a deed.

2.2 Development Plan Preferences

2.2.1 Offerors should submit with their offers, design drawings that are sufficient in detail to be evaluated by the Selection Panel.

2.2.2 Offerors are invited to submit more than one development plan for each development scenario and pricing proposal, which collectively shall be considered a single offer for evaluation purposes.

2.2.3 Offers shall consider all applicable federal and District laws when preparing their development plans. In addition, development plans shall take into consideration the goals of the New Communities Initiative, the Guiding Principles and the following goals of the District for the Northwest One Planning Area:

- a. Create a mixed-income community that places realistic demands on area infrastructure (including parking) and creates jobs and economic opportunities for District residents, especially those who currently reside in the community.
- b. Provide a safe urban community, including an appropriate amount of neighborhood and street-level retail to accompany active, public open spaces designed to maximize mobility, visibility, safety, and community-building.
- c. Establish K Street and North Capitol Street as the principal retail street of the Northwest One Planning Area to connect the neighborhood to the adjoining commercial areas.
- d. Incorporate Universal Design principles into accessible housing and public spaces for seniors and disabled persons.

2.2.4 Development plans shall provide space (“Clinic Space”) for a primary care health clinic to be occupied by Unity Health Care, or its assignee (“UHC”). The Clinic Space shall consist of no less than twenty thousand (20,000) square feet of continuous and suitable commercial space on a maximum of two contiguous floors. If the Clinic Space is on more than one floor, at least one ADA accessible elevator shall be provided in a suitable location. The Clinic Space must have a ground floor, street-front presence on a major commercial or residential street, be well served by public bus or subway routes, and have a dedicated entrance and prominent signage. Parking for the Clinic Space should be provided in either a surface lot directly adjacent to the Clinic Space or in a parking structure with direct access to the Clinic Space. The quantity of parking provided should be the greater of either (i) the current zoning requirement for the underlying zone in which the Clinic Space is located or (ii) one space for each six hundred (600) square feet of Clinic Space. The Clinic Space should be delivered as a

“warm lit” shell space, such that it can be built out by UHC to meet all of its program requirements. The legal relationship between the UHC and the Offeror could be through lease, sale, or any other agreement recognized by applicable law; provided, however, that any such agreement have a minimum term to be determined by UHC and be for UHC’s exclusive possession of the Clinic Space. Upon selection of the Offeror, UHC will enter into negotiations with the Offeror for this aforementioned space. A mutually negotiated and acceptable agreement between UHC and the Offeror will be a condition precedent of completing the land disposition and development agreement between the District and the Offeror.

2.2.5 Specifically with regard to the residential units, the Development Plans shall include a mixture of one bedroom, two bedroom and larger family-sized (three to six bedrooms) units and an affordability plan of one-third of units priced at or below 30% of the area median income, approximately one-third of the units priced at or below 60% of the area median income and approximately one-third of the units priced at market rates, in accordance with the Master Plan.

As part of this affordability ratio, the District **REQUIRES** at least 211 units priced at or below 30% of the area median income as replacement housing for the current residents of 33 K Street, N.W., to be located throughout the development in a mix of buildings and unit sizes. The unit sizes for the 211 replacement units should be distributed according to the following schedule:

BR size	Number of Replacement Units
1BR	51
2BR	68
3BR	67
4BR	19
5BR	6
Total	211

This schedule is to accommodate residents who currently reside at 33 K Street, N.W. As part of the offer, all documented residents of 33 K Street, N.W., as documented by the DC Housing Authority, must be granted the “Right to Return” to any redevelopment as part of the development plan included in the offer.

2.2.6 Preference will be given to offers that accommodate the greatest amount of existing families in Townhouse style units, having a direct entrance to the unit from the street or sidewalk, in a traditional townhouse or stacked townhouse type unit. These units can be incorporated into multi-family buildings or be stand alone. The Offeror is encouraged to be creative in planning for family units.

2.3 Pricing Proposal Preferences

Preference will be given to offers that include a pricing proposal that provides the greatest economic benefit to the District. Preference will be given to Offerors who provide documentation for funding commitments, who have a significant amount of capital “at risk” during the development process and who seek the least amount of subsidy (either through a reduction in fair market value, as described in Section 3.2(D)(3)(a), or through the District’s Northwest One Housing Production Trust Fund). Each Responsive Offer shall contain a funding plan that includes a detailed development budget for the proposed development plan(s) that includes proposed sources and uses of funds. For each source of funds, the Offeror should include documentation validating that the proposed source of funds is committed for this project and timing for when those funds will be contributed. An Offeror shall not include in its funding plan funds from the District operating or capital budget (unless appropriated for such purpose on a multi-year basis) or unidentified federal funding.

2.4 Zoning

Offerors should maximize the development envelope of the land. Offerors should review all applicable District of Columbia Zoning regulations while preparing their offers. Please refer to Title 11 of the District of Columbia Municipal Regulations (“DCMR”) for a complete list of zoning provisions and requirements. Offerors may elect to develop the properties to conform to the existing zoning designation or to apply for a zoning variance, special exception or Planned Unit Development (PUD). An Offeror should detail its zoning strategy and present an estimated schedule that fully describes each step in the approval process necessary for the entitlements assumed in the offer.

Additional information regarding existing zoning and pending changes may be obtained from the Office of Planning (<http://planning.dc.gov/planning>).

2.5 Transportation

Roadway characteristics, parking, sidewalks, transit services and traffic operations are significant infrastructure components of the Master Plan. Street re-openings, specifically within the boundaries of the Northwest One Planning Area, will require a determination of Right-of-Way needs. The current redevelopment plan proposes to re-open L Street, N.W. Offers must take into consideration the proposed ninety-foot (90’) Right-of-Way for L Street, N.W and First Street, N.W.

Sheet VII of the King Plats of 1803, which establishes the street widths according to the L’Enfant Plan, illustrates L Street, N.W. as a ninety foot (90’) Right-of-Way, – describing it is a “Major” street. Four (4) separate street closure actions took place that impacted the widths of L and First Streets, N.W. that change their widths. Known as the “Reorganization Plan No. 3 of 1967,” these street closure actions include:

- L Street Partial Closure - April 8, 1968 (NCPC - April 18, 1968): southern 50' closed N. Capitol to 1st St.
- 1st Street Partial Closure - June 17, 1976 (NCPC - May 30, 1974): easterly 30', 78' just north of L St.
- 1st Street Partial Closure - Jan 8, 1968 (NCPC - Oct 12, 1967): easterly 30', from Piece to just north of L St.
- L Street Partial Closure/1st Street Partial Closure - Oct 19, 1971 (NCPC - Sept 9, 1971): L Street - from 1st St., east to alley (under Walker Jones) and 1st Street - westerly 17' from K St to Pierce Street.

Careful consideration should be given by the Offerors to the required Federal Highway Administration and the local District Department of Transportation Design and Engineering procedures and standards so as to develop the project in conformance with the various policies and standards. The proposed ninety foot (90') widening of L Street N.W. and First Street N.W. Right-of-Ways must be taken into consideration.

2.6 Property Conditions

The properties will be conveyed (either through sale or ground lease) in “as-is” condition, without warranty by the District as to physical condition of the land or structures. The District makes no representations regarding the character or extent of soil or subsurface conditions or the conditions and existence of utilities that may be encountered during the course of any redevelopment. Each Offeror should draw its own conclusions concerning conditions that may affect the methods or cost of redevelopment. **Offerors shall be responsible for all related pre-development (including demolition of existing improvements, due diligence studies and other site preparations) and development costs for the properties.**

3 Submission Requirements and Selection Procedures

3.1 Developer Submissions

3.1.1 Responsive Offers shall include the following minimum requirements: (i) a comprehensive and detailed development plan (including concept drawings, if possible), (ii) a pricing proposal and (iii) the information requested in Section 3.2. Any offer submitted that is not a Responsive Offer may be rejected in accordance with Section 3.3.1. An Offeror must submit **five (5) printed copies** of its Responsive Offer to:

David Jannarone
Office of Deputy Mayor for Planning & Economic Development
John A. Wilson Building
1350 Pennsylvania Avenue, N.W., Suite 317
Washington, D.C. 20004

by 4:00 PM on August 31st, 2007

3.1.2 While the District, through its ODMPED, may enter into negotiations with one or more Offerors based on offers submitted in response to this Solicitation, this Solicitation does **not** commit ODMPED or the District to select any Offerors or to enter into negotiations with any Offerors that may respond. The District reserves the right to reject any offer it deems incomplete or unresponsive to the submission requirements, to amend this Solicitation or to reject all offers and re-issue a Solicitation at a later date at its sole discretion.

3.1.3 After review of one or more offers, the District may request submission of additional information from some or all of the Offerors, within the District's sole discretion.

3.1.4 Team members may participate in submissions from more than one Offeror. If an Offeror wishes to change the composition of the proposed development team at any time in the selection process after it has submitted its offer to the District, the Offeror must notify the District in writing. The District reserves the right to evaluate the proposed change to the development team and eliminate the Offeror from further consideration. The District will require similar notification and approval rights of any change to the development team following award.

3.2 Submission Requirements

The Offeror must submit the following information, in standard letter-sized format. Offerors are asked to keep the text of their base offer and summary of supporting information to a minimum. Offeror shall include in its offer the following information:

A. Team Members. The Offeror shall identify the following key team members of the development team: master developer (firm or joint venture partners), Certified Business Enterprise (“CBE”) equity and development participants as provided in Section 3.2(E), master plan architect, financing team (proposed construction and permanent lenders, major investors, and other key consultants, if any related to the financing plan), and legal counsel. No other team members should be identified. For each team member, Offeror shall identify:

1. Name, address, telephone number, and fax number of each team member, including the identity of each principal, partner, or entity that composes such team member, and such team member’s roles or titles within the entity comprising the Offeror;
2. Name, address, telephone number, fax number, and e-mail address of the representative authorized to act on behalf of the Offeror, who will be available to respond to questions or requests for additional information;
3. Identification of any affiliation or other relationship between any of the members of the Offeror and any development company, parent company, or subsidiary;
4. Identification of any personal or professional relationship among or between any members of the Offeror and any person working for, appointed to a position in, or elected to an office of the District or any entity for which there may be a conflict of interest or the appearance of a conflict. The District, in its sole discretion, reserves the right to determine a conflict of interest or the appearance thereof;
5. Satisfactory evidence with respect to the Offeror and its team members that all tax liabilities and other government impositions are current and that there is no ongoing litigation in which the District is a party that relates to any team member as the Offeror or to any other entity or individual having a controlling interest in the entity (or entities) that comprise the Offeror (or, if such litigation exists, the name and civil action number of such litigation and a description of the subject matter of such litigation); and
6. Summary of experience of Offeror or its team members partnering with community groups and institutions during the planning and redevelopment of a community, including a description of the project, the community partnerships and the actions taken to include the community’s input.

B. Qualifications and Experience. Offeror shall identify:

1. Five (5) relevant projects, with which Offeror or its team members have had primary involvement that demonstrate success in large-scale, urban, mixed-use, mixed-income development projects and public-private development partnerships. Offeror should include and District will give preference to projects completed in Washington, D.C. Offeror should include the name and address of

each project, a detailed description of the project, the names and telephone numbers of persons familiar with the development who will respond to any inquiries from the District regarding the team member's capabilities and role in each project.

2. Projects, with which Offeror or its team members have had primary involvement, that involve CBE/Local Small Disadvantage Business Enterprise (“LSDBE”) joint ventures, partnerships, and/or CBE/LSDBE equity participation, including details of the levels of participation and deal structure.
3. An organization chart and a summary of qualifications of team member’s senior-level staff who will be working on this project, including a description of their roles and relevant experience.
4. Status of the Offeror organization (whether a corporation, a non-profit or charitable institution, a partnership, a limited liability corporation, a business association, or a joint venture) indicating under which laws it is organized and operating, and a brief history of the organization and its principals. For any entity required to file reports in the jurisdiction of its formation, include a certificate of good standing for such jurisdiction and a certificate of good standing showing that it is registered in the District of Columbia.
5. A copy of any written agreement or document creating any entity responding to this Solicitation. The principals, partners, or joint-venture partners who are part of the Offeror team must be eligible to transact business with the District of Columbia and in the District of Columbia.
6. References for the Offeror and its team members, including names, addresses and telephone numbers, and a letter authorizing each reference to respond to inquiries regarding the design, financing, and development of prior projects.
7. Such other information Offeror believes will assist the District in evaluating the capabilities of the Offeror, the design architect, and any other team member who will be participating in the development. The District may request additional information from the authorized representatives, if deemed necessary, to facilitate the consideration of the Offeror’s submissions.

C. Implementation Strategy. Offeror shall identify and describe:

1. Any possible enhancements to the Northwest One Planning Area Master Plan or perceived difficulties implementing the proposed uses as outlined and possible solutions for the perceived difficulties, which may involve providing an alternative mix of uses and/or users (including percentage of residential, public, and retail uses and square footage for each use) or a specific description of a preliminary retail program.

2. The compatibility of the proposed mix of uses with the development and design objectives outlined above and with the Master Plan, including a description of a parking development strategy, a description of an infrastructure development strategy, a description of the development plan's implications for the District's affordable housing needs and other economic development objectives, and a description of the development plan's incorporation of human capital priorities (economic opportunity, education and recreation, community health and mental health, community safety and law enforcement and amenities for seniors) into the design, redevelopment and ongoing management of the properties.
3. Any required zoning changes and/or approvals, and proposed schedule of obtaining the required approvals.
4. Offeror's perception of the market within the Northwest One Planning Area for each of the development plan's proposed uses.
5. Offeror's plan to guarantee the implementation of the development plan, including demonstrating Offeror's willingness to assume the risk of pre-development work; describing Offeror's phasing plan for the redevelopment; describing Offeror's timetable and milestones for the next 24 months, including ability to mobilize and commence development programming immediately upon selection; describing Offeror's time and financial commitment to guarantee to the District that Offeror's milestones will be met; describing Offeror's property rights on parcels within the Northwest One Planning Area, if any; and describing Offeror's approach and strategies to working with the community to ensure meaningful involvement in the development process.

D. Financial Capacity and Framework. Offeror shall include the following:

1. A description of the financial capacity of Offeror and its team members, including, but not limited to, annual reports, balance sheets, profit and loss statements, evidence of letter of credit and lines of credit and any such other material financial statements.
2. A description of the nature and share of each team member's financial investment in the acquisition and redevelopment of the properties.
3. A proposed financial structure between Offeror and the District. The Offeror should assume the following:
 - a. Parcels owned (including those to be acquired) by the District will be sold to Offeror at a price negotiated with the District. In general, parcel purchase prices should be assumed to be equal to the fair market value of the parcel, reduced by the amount necessary to make the proposed development for the site economically feasible.

- b. In determining economic feasibility, Offeror shall take into account all available subsidies from other sources outside the District government and shall seek such other subsidies to the greatest extent possible.
 - c. If a reduction in sales price of a particular parcel is not sufficient to make the proposed development economically feasible, the negotiated sales price may take into account (i) Northwest One Housing Production Trust Funds from the District and (ii) reductions in the sales price of another parcel.
 - d. Offeror may propose that the District retain ownership of the parcels and lease the parcel to Offeror. In such case, the cost of the ground lease will be negotiated using the same approach as the sales price negotiation described above.
 - e. Offeror may propose either a fixed price or base price plus contingent payments to the District.
 - f. Offeror may propose that the purchase prices or ground rents be paid either as a lump sum or over time.
4. A description of:
- a. Desired financial returns, including the internal rate of return for each proposed land use;
 - b. Proposed investment of Offeror equity into the project;
 - c. If a base price plus contingent payment is proposed, the methodology for determining the base price and the proposed structure of contingent payments;
 - d. If leases are proposed, the methodology for determining the ground rent payment amount needed to ensure project financial feasibility; and
 - e. If deferred payment of purchase price is proposed, (i) the methodology for determining the amount of future payments and (ii) the security provided to the District for such future payments.
5. A proposed financing strategy for infrastructure and parking.
6. A proposed financing strategy for the overall proposed redevelopment, including a listing of all anticipated sources of construction and permanent financing. Offeror should provide sufficient detail for the District to determine the feasibility of the proposed financing plan, including:

- a. An estimate of proposed pre-development costs and statement of capacity to carry those costs, how those costs will be paid for and how such costs will be factored into the financing of the project;
 - b. Statement of the proposed financial structure, including penalties for lack of performance; and
 - c. Satisfactory evidence of the Offeror's ability to secure financing for the project.
 - d. Specifics as to the sequencing of the development process including the proposed sources and uses of funds (submitted on CD in Excel), including the timing of the funding commitments to the project.
7. Functional pro forma model(s) with detailed underlying assumptions (submitted on CD in Excel) that calculates the internal rate of return, return on equity and return on cost.
 8. Detailed development budget (submitted on CD in Excel) for the proposed development plan(s) that includes a summary of the dollar per square foot breakdown of each line item.
 9. Proposed schedule of performance that details each step in the development process starting from submission of the offer to final construction completion.

E. Certified Business Enterprise (“CBE”) Participation and First Source Hiring. Offeror shall include the following:

1. A description of CBE equity and development participation in the project sufficient to demonstrate Offeror's firm commitment to meet or exceed a 20% CBE equity participation and 20% CBE development participation requirement. The Offeror must submit with its offer a Letter of Intent, Memorandum of Understanding or other binding agreement with the 20% CBE equity and development partner(s) that at a minimum:
 - a. identifies the CBE equity and development partner(s);
 - b. states the percentage of equity and development participation of each CBE partner;
 - c. describes the role and scope of work of each CBE partner; and
 - d. includes anti-dilution language regarding equity and development participation for the benefit of the CBE partner(s) and to be applied at all stages of the project.

Any offer that fails to contain a Letter of Intent, Memorandum of Understanding or other binding agreement with the 20% CBE equity and development partner(s) will be deemed a non-responsive offer.

2. A description of CBE contracting participation in the project sufficient to demonstrate Offeror's commitment to meet or exceed a 40% CBE contracting and procurement requirement, with no less than 20% of the contracts and procurements to be awarded to contractors certified as Small Business Enterprises, Disadvantaged Business Enterprises and/or Resident-owned Business Enterprises. Prior to and as a condition of execution of the land disposition and development agreement, the selected Offeror will be required to sign a Certified Business Enterprise Utilization and Participation Agreement with the D.C. Department of Small and Local Business Development that outlines the specific contracting requirements and the specific efforts the selected Offeror must make to fulfill these requirements.
3. A description of what specific efforts will be made to recruit District of Columbia residents for newly created jobs. The selected Offeror will be required to sign a First Source Hiring Agreement with the D.C. Department of Employment Services.

3.3 Selection Process and Evaluation Team

3.3.1 The ODMPED will determine in its sole discretion whether each offer received in response to this Solicitation is a Responsive Offer. For any offer that is considered to be non-responsive, the Offeror will be notified in writing within ten business days after the submission deadline. The decision of ODMPED in this regard is final and will be explained to the Offeror upon request.

3.3.2 A community meeting will be conducted during which the Offerors will present their Responsive Offers to the public and the public may provide feedback to the Selection Panel for its consideration. Since engaging the Northwest One Council in 2005, ODMPED, other District agencies and a variety of consultants have been meeting with the Northwest One Council and residents of the Northwest One Planning Area. Throughout the development process, the selected Offeror will be responsible for reviewing and discussing progress on various elements of implementing the project with the community and the Northwest One Council.

3.3.3 A Selection Panel will be established to review and evaluate the Responsive Offers and to select one or more of the Responsive Offers. The Selection Panel will consist of at least three (3) members from among the following agencies:

- Office of the Deputy Mayor for Planning & Economic Development (1),
- Office of Planning (1),
- District of Columbia Housing Authority (1)

The Selection Panel will select a non-voting ex officio member from the community, who will review the Responsive Offers with the Selection Panel. In addition, the Selection Panel may consult with DMPED consultants for technical assistance.

3.3.3 Within fifteen (15) days after the Community Meeting, the Offerors shall present their Responsive Offers to the Selection Panel. The Selection Panel will evaluate each Responsive Offer taking into account the information requested in this Solicitation, the goals of the New Communities Initiative, the Master Plan, the Guiding Principles and the best interests of the District and the Northwest One community. The Selection Panel may request that one or more Offerors modify their Offers, provide additional information or provide a “best and final offer” for the Selection Panel’s review. Following any such request, the Selection Panel will select, in its sole and absolute discretion, one or more Responsive Offers, as modified or otherwise, to recommend to the Mayor, who, in his absolute discretion, may accept the Selection Panel’s recommendations.

3.3.4 Upon recommendation by the Selection Panel, and if selected by the Mayor, ODMPED shall notify the selected Offeror(s).

3.4 Project Review

Required design review meetings will be scheduled after selection between the ODMPED, Office of Planning and the selected Offeror(s) and its consultants. In addition, the selected Offeror(s) must arrange and participate in at least one community forum held in the vicinity of the project site prior to Offeror’s preparations of final building permit drawings. During the duration of the redevelopment, the Offeror will also be expected to participate in periodic meetings with the community to provide updates on the progress of the development and to respond to questions from the community.

3.5 Timetable

3.5.1 The selection process will follow the timetable below:

Issuance of Solicitation for Offers	June 27 th 2007
Pre-Bidders Conference	July 20 th 2007 – 10am to 12noon
Offers Due	August 31 st 2007
ODMPED Determination of Responsive Offers	September 28 th 2007
Community Meeting	October 17 th 2007
Offerors’ Presentations to Selection Panel	Within 15 days after the Community Meeting
Selection Notification	Within 30 days after the Presentations to the Selection Panel

3.5.2 Following receipt of notification from ODMPED of the selection (“Selection Notification”), the selected Offeror(s) shall execute a right of entry permit with ODMPED to allow the selected Offeror(s) to begin its (their) due diligence and site studies.

3.5.3 The District, through ODMPED, and the selected Offeror shall negotiate a land disposition and development agreement, which shall incorporate the requirements contained in this Solicitation and such other terms as agreed to by ODMPED and the selected Offeror(s). Upon completion of the parties’ negotiation, ODMPED will recommend such Offeror, and upon the terms of the proposed land disposition and development agreement to the Mayor. If the Mayor agrees with ODMPED’s recommendation, then the Mayor, in his sole and absolute discretion, may submit the proposed land disposition and development agreement to the Council of the District of Columbia (“Council”) as the method of disposition of the property to the Offeror. In accordance with D.C. Official Code § 10-801 (2006 Supp.), the District is not authorized to dispose of the property unless and until first authorized by the Council.

3.5.4 If the District and the selected Offeror(s) are unable to agree on the final terms of a land disposition and development agreement within 75 days after the date of the Selection Notification, ODMPED, in its sole and absolute discretion, may terminate negotiations and select a different Offeror from among the Offerors who submitted offers, re-issue this Solicitation or take such other measures as it deems reasonable, appropriate or necessary.

3.5.5 Once approved by Council, the District and the selected Offeror shall execute the proposed land disposition and development agreement, whereupon Offeror shall submit to the District a deposit in the amount of \$100,000, in the form of a letter of credit. The deposit shall secure Offeror’s performance in accordance with the land disposition and development agreement and will be held by the District through Offeror’s successful completion of construction of the project. A performance guaranty, which will guaranty completion of the project from the members or owners of the Offeror, may also be required.

3.5.6 In the event the disposition of the properties is through a sale, settlement on the District’s sale to Offeror shall be held no later than 12 months after the date of execution of the land disposition and development agreement; provided, however, that settlement shall not be held until Offeror has received design review approval from the District and has obtained all permits required under Section 105A of Title 12A of the DCMR to commence construction (and such other conditions as may be agreed between the parties).

3.6 Pre-offer Meeting, Questions and Further Information

A pre-bidders meeting will be held on:


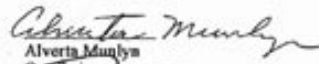

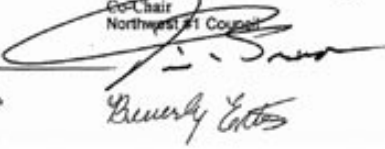
July 20th 2007
10am – 12noon
Washington, DC Economic Partnership
1495 F Street, NW
Washington, DC 20004

Questions will be accepted until 4:00 p.m. on the day of the pre-bidders conference and can be sent to:

David Jannarone
Office of Deputy Mayor for Planning & Economic Development
John A. Wilson Building
1350 Pennsylvania Avenue, N.W., Suite 317
Washington, D.C. 20004
david.jannarone@dc.gov

Responses to all questions will be collated and sent to all Offerors.

3.7 Appendix and Forms

NEW COMMUNITY REVITALIZATION STRATEGY	
GUIDING PRINCIPLES	
<p>The Northwest #1 project is guided by several core principles related to process and substance. The principles, in turn, inform and guide the public planning process and ultimately the implementation of the revitalization plan. The following principles relate to the public planning process:</p>	
<ol style="list-style-type: none">1. The District of Columbia and the Northwest #1 Council (hereby identified as "the Committee" for the purpose of this document) agree to a full partnership for all phases of this initiative including planning, defining boundaries, replacement a development, management, agenda and decision making. We may not always agree, but will work together to come up with what is best for the community.2. The Committee agrees to a 1:1 replacement of the housing within the initiative boundary based upon a survey of the number of units and incomes of existing families. Existing families will have first right to return and no families shall be excluded solely based on income.3. The Committee agrees to develop a right to return protocol and ultimately community standards.4. The Committee will define all critical terms and elements of the redevelopment, to include unit mix, housing types, boundaries, tenure, income mix/affordability and any and all other terms used in this process.5. The Committee will work together on the preservation of existing subsidies and expand affordable housing as part of the initiative. Further, the committee agrees to work together to secure all resources as necessary to carry out the initiative.6. All new development in the area must include an affordable housing component, improvements to the area, and other elements that support the goals and aims of the committee. The Committee shall explore all tools to move toward this goal.7. The initiative will provide "real" economic opportunities for residents, especially through job training and development, asset building, career development, homeownership, etc., for future and current residents.8. The Committee will strive to include high quality education and human services opportunities for adults and children.9. The Committee agrees to preserve and enhance the historic heritage of the community.10. The initiative must provide a balance of mixed uses- residential, commercial, recreational and civic facilities.	
<p>The principles were signed by the City Administrator for the District and the Northwest One Council officers on January 31, 2005</p>	
<p>In witness hereof this 31st Day of January, 2005:</p>	
 Robert C. Bobb City Administrator District of Columbia	 Alverta Manly Co-Chair Northwest #1 Council
	 Beverly Epps